

Message Text

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FM AMEMBASSY PRETORIA

TO SECSTATE WASHDC 8421

INFO AMCONSUL JOHANNESBURG

LIMITED OFFICIAL USE PRETORIA 2757

E.O. 11652: N/A

TAGS: ETEL, BGEN, SF

SUBJ: COMSAT: TENDERING AND PROCUREMENT PROCEDURES

REF: STATE 152283

1. SA TELECOMMUNICATIONS OFFICIAL, BIRRELL, TOLD EMBOFF AUGUST 7 THAT SAG PLANS INVITE BIDS COMSAT EARTH STATION FROM APPROVED BIDDERS EARLY OCTOBER 1973. MENTIONED ITT AND GT&E AS ONLY US FIRMS WHICH HAD INDICATED DEFINITE INTEREST IN PROJECT AND WHICH THUS CONSIDERED APPROVED BIDDERS. OTHER INTERESTED COMPANIES ARE MITSUBISHI AND NEC (JAPAN), STS (ITALIAN CONSORTIUM), TELSPACE (FRENCH CONDGRITIUM), AND SIEMENS AND AEG TELEFUNKEN (GERMANY) (LATTER TWO EXPECTED MAKE JOINT OFFER). BIRRELL SAID THAT HUGHES HAD NOT SHOWN INTEREST IN PROJECT EARLIER IN YEAR BUT THAT IF COMPANY DESIRED BE LISTED AS APPROVED BIDDER, SHOULD COMMUNICATE DIRECTLY WITH POSTMASTER GENERAL, DEPARTMENT OF POSTS AND TELEGRAPH, PRETORIA, EXPRESSING SERIOUS INTEREST IN PROJECT.

2. BIRRELL STATED FURTHER THAT SAG ONLY WILLING ACCEPT BIDS COVERING COMPLETELY INTEGRATED PROJECT AND THAT SPLIT BIDS OR THOSE COVERING ONLY A PORTION OF PROJECT WOULD NOT BE CONSIDERED. WHILE SAG HAS NO OBJECTION TO PRIMARY BIDDERS LOOKING TO SUBCONTRACTORS FOR COMPONENT PARTS, PRIMARY BIDDERS MUST ACCEPT RESPONSIBILITY FOR MANUFACTURE, DELIVERY, LIMITED OFFICIAL USE

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INSTALLATION, TESTING AND INTEGRATION ALL PARTS OF SYSTEM

(INCLUDING ANTENNA FIELD, FEEDER SYSTEM, TRACKING AND STEERING EQUIPMENT, AMPLIFIERS, TRANSMITTERS, ETC.).

3. BIRRELL ADDED THAT, WHILE SPECIFICS YET TO BE WORKED OUT, SAG WILL EXPECT BIDDERS MAKE MAXIMUM USE SA INDUSTRIAL CAPABILITY, PARTICULARLY IN CONNECTION WITH MANUFACTURE/ CONSTRUCTION OF FOUNDATION AND SUPPORTING STRUCTURE FOR ANTENNAS (BUT NOT INCLUDING ANTENNA PANELS THEMSELVES). FURTHER, WHILE BASIC ANTENNA DESIGN NEED NOT BE DONE HERE, SAG EXPECTS CONTRACTOR RELY ON LOCAL TALENT IN ADAPTING ANTENNA DESIGN TO LOCAL CONDITIONS.

4. RE SA PROCUREMENT PROCEDURES, BIRRELL SAID THAT PROJECT CONSULTING FIRM, CABLE AND WIRELESS (UK), HAD FOUND STANDARD SAG PROCUREMENT PROCEDURES INADEQUATE FOR PROJECT OF THIS MAGNITUDE AND DEGREE OF COMPLEXITY. CONSULTANTS HAVE, ACCORDINGLY, PREPARED NEW GUIDELINES WHICH, ACCORDING TO BIRRELL, ARE IN KEEPING WITH INTERNATIONAL STANDARDS AND PRACTICES FOR A PROJECT OF THIS SORT. INASMUCH AS THE CONDITIONS OF PURCHASE AND PROCEDURES PREPARED BY CONSULTANT HAVE NOT YET BEEN APPROVED BY THE SAG, BIRRELL PREFERRED NOT TO RELEASE THEM AT THIS TIME. PROSPECTIVE BIDDERS WILL, HOWEVER, RECEIVE RELEVANT DATA ON LIMITATIONS AND CONDITIONS OF PROCUREMENT ALONG WITH PROJECT SPECIFICATIONS WHEN INVITATIONS TO BID ARE ISSUED.

5. WILL BE PLEASED FOLLOW-UP ON ANY FURTHER SPECIFIC INQUIRIES HUGHES MAY HAVE.
HURD

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